

Maggie Brooks
County Executive

business brief

A Publication of the Monroe County Department of Planning & Development



County Executive Maggie Brooks with Tony and John Shortino of Superior Technology.

County Executive Visits Superior Technology

As part of the County Executive's monthly business outreach program, she visited Superior Technology, Inc., a precision machine shop in the town of Ogden. The company, which employs 57, used county economic development programs through COMIDA and the SBA to grow its revenues and increase employment.

PTAC News

Monroe County's Procurement Technical Assistance Center (PTAC) provides free government contract consulting services to area firms seeking to sell to the government and military. PTAC holds workshops to explain the how to's of registrations, market research, and bid preparation.

PTAC workshops provide executives with basic procurement information. The next step is scheduling one-on-one consulting sessions, in which an in-depth analysis of the government market potential is developed. PTAC provides a bid matching service to streamline the process of identifying sales opportunities tailored to each firm's unique capabilities. PTAC also provides help with questions related to Request for Proposals.

Visit the PTAC website at www.RochesterPTAC.com for information about up-coming workshops, or call 585-753-2015.

Continental Service Group Inc.



Continental Service Group, Inc. dba ConServe was approved in September for their second GreatRate and EquiPlus. ConServe was Monroe County's first participant in the EquiPlus sales tax exemption program, which began in 2004. A true success story, ConServe has grown from a staff of 55 to 216 employees. Management projects creating 30 new jobs over the next year. ConServe was approved for an EquiPlus sales tax exemption on equipment purchases totaling over \$860,000. The company provides collections services for various markets, including education, medical/dental, telecommunications, banking/retail, utilities and commercial debt. ConServe has a nationwide client base.

"I can say that without the assistance of Monroe County through these innovative programs, (EquiPlus and GreatRate) we would be a different company today, and we would not have the number of employees we have today. These are programs that deliver win-win results; kudos to Maggie and COMIDA," said Mark Davitt, President.

DDS Selects Monroe County for New Center of Operations



County Executive Maggie Brooks cuts the ribbon with Monroe County Legislator Jack Driscoll and Sean Donohoe, President of DDS Companies.

County Executive Maggie Brooks joined Sean Donohoe, President and Owner of the DDS Companies, for a ribbon cutting ceremony at their new Center of Operations. DDS invested \$2 million to renovate and equip a 22,000 square foot building at 240 Commerce Drive in Henrietta. The new Center of Operations consolidates three divisions, and 119 employees of the DDS Companies into one facility. The DDS Companies include DDS Engineers, LLP, a full service civil engineering firm; DDS Constructors, LLC, a site construction and land development company; and Rochester Utility Contractors, a utility construction company.

"Monroe County proposed a package of tax incentives and financing assistance that made investing in the county affordable. We expected to increase our head count by 12, and have actually added 27 new positions since we relocated," said Sean Donohoe, President.

Monroe County provided assistance for the project through COMIDA and the SBA 504 loan program, as well as the GreatRate and GreatRebate programs for equipment purchases.

loan portfolio

GreatRate	BANK PARTICIPANT	REFERRAL SOURCE	AMOUNT APPROVED
Medical Laboratory	Real Lease	P. Moore	\$ 136,280
Optical Manufacturer	Upstate National Bank	T. O'Neill	\$ 477,971
Mechanical Contractor	HSBC	P. Hohensee	\$ 67,842
Jewelry Manufacturer	M&T Bank	C. Provenzo	\$ 350,000
Printing	Citizens Bank	N. O'Brien	\$ 550,000
Manufacturer	M&T Bank	K. DiGiacomo	\$ 200,000
Sheet Metal Manufacturer	M&T Bank	J. Chantra	\$ 575,000
Medical Supply Manf.	M&T Bank	K. Foy	\$ 150,000
Manufacturer	Scientific Am. - Capital Lease	A. Callahan	\$ 146,981
Welding Supply Distributor	M&T Bank	K. Foy	\$ 300,000
Manufacturer	Canandaigua National Bank	B. Crossing	\$ 150,000
Food Manufacturer	Canandaigua National Bank	K. Goebel	\$ 420,000
Food Manufacturer	First Niagara	M. Livernash	\$ 225,000
Manufacturer	First Niagara	M. Livernash	\$ 59,000
Manufacturer	M&T Bank	S. Slaughter	\$ 200,000
Construction Services	Genesee Regional Bank	V. Damon	\$ 200,000
Engineering Services	Genesee Regional Bank	V. Damon	\$ 200,000
Printing	M&T Bank	E. Byrne	\$ 59,970
Dental Laboratory	M&T Bank	K. Foy	\$ 175,000
Manufacturer	HSBC	J. Swan	\$ 60,000
Petroleum Equipment Svc.	M&T Bank	M. Cirella	\$ 50,000
Jewelry Manufacturer	M&T Bank	J. Inero	\$ 70,000
Manufacturer	M&T Bank	A. Ricci	\$ 50,000
Manufacturer	Canandaigua National Bank	R. Lowenthal	\$ 380,000
Manufacturer	M&T Bank	J. Davies	\$ 85,000

GreatRate/EquiPlus	BANK PARTICIPANT	REFERRAL SOURCE	AMOUNT APPROVED
Inspection Services	KeyBank	W. Zenaty	\$ 88,115
Medical Services	Woodhill Capital	R. Teplitsky	\$ 52,837
Wholesale Food	First Niagara	S. Allen	\$ 117,000
Manufacturer	M&T Bank	C. Provenzo	\$ 331,710
Collection Agency	M&T Bank	S. Slaughter	\$ 861,000
Commercial HVAC	Rochester Leasing	G. Lefebvre	\$ 55,930
Trucking	Navistar Financial	S. Graziano	\$ 64,076

GreatRebate/EquiPlus	
Printing	\$ 264,294
Construction	\$ 155,000
HVAC	\$ 176,166

GreatRebate	
Printing	\$ 220,000

SBA 504	
Media Equipment Rental	Genesee Regional Bank L. Ryan \$ 500,000
Medical Supply	Genesee Regional Bank P. Kaiser \$ 500,000
Mortgage Company	Bank of America J. Clark \$2,064,000

